

Message Text

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PAGE 01 ISTANB 01024 171246Z

61

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 171030Z MAR 76
FM AMCONSUL ISTANBUL
TO USDOC WASHDC
INFO SECSTATE WASHDC 7105
AMEMBASSY ANKARA

UNCLAS ISTANBUL 1024

E.O. 11652: N/A
TAGS: BBSR, TU
SUBJ: WTDR/FTI - ORHAN BICAKCI VE ORT KOL STI

REF: USDOC 3691

1. TURKEY 2. CNTRY CODE: 489 3. SER NO: 0010600
4. ORHAN BICAKCI VE ORT KOL STI
5. P.O. BOX: 108, BEYAZIT, YENICERILER CAD 52, CARSIKAPI
6. I TANBUL, TURKEY
7. ESTABL: 1958 8. EMPL: 12 9. SIZE: (20-X) MEDIUM
10. REPUTATION: (22-X) EXCELLENT
11. SELLS THROUGHOUT TURKEY
12. RPT DATE: 3/76
- 13A. 38421/53 IMP DIST SURGICAL, ORTHOPEDIC, AND PROSTHETIC
APPLIANCES AND SUPPLIES.
- 13B. 38430/53 IMP DIST DENTAL EQUIPMENT AND SUPPLIES
- 13C. 38410/53 IMP DIST SURGICAL AND MEDICAL INSTRUMENTS AND
APPARATUS
- 13D. 36930/53 IMP DIST X-RAY EQUIPMENT.
14. CONTACT: MR ORHAN BICAKCI TITLE: PARTNER
15. CABLE: BICAKCIOGLU-ISTANBUL 16. TELEX: NA
17. TEL 227148 & 267624
18. FINANCIAL REFS: OSMANLI BANKASI, CEMBERLIAS, ISTANBUL;
TURKIYE IS BANKASI, BEYAZIT, ISTANBUL; T.C. ZIRAAT BANKASI,
BEYAZIT, ISTANBUL.
15. TRADE REFS: SHILEY LABORATORIES, INC., 1714 SOUTH LYON
ST., SANTA ANA, CALIF. 92705.

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PAGE 02 ISTANB 01024 171246Z

20. FOREIGN FIRMS REPRESENTED: SHILEY INTERNATIONAL SALES CORP.,

CALIFORNIA, FOR HEART VALVES, ACQUIRED 1972; VERIFLO CORP., CALIF. FOR OXYGEN THERAPY EQUIPMENT, ACQUIRED 1972; BIRD INTERNATIONAL SALES CORP., CALIF., FOR RESPIRATORS, ACQUIRED 1972; HEYER-SCHULTE CORP., CALIF. FOR HYDRO-CEPHALUS SHUNTS AND CERTAIN PROTHESIS, ACQUIRED 1972; THE BIRTCHER CORP., CALIF. FOR ELECTRO-SURGICAL PRODUCTS, ACQUIRED 1972; 3M COMPANY, MINN. FOR MEDICAL AND DENTAL EQUIPMENT, ACQUIRED 1972; METTLE CORP., CALI . FOR DIATHERMY AND MEDICAL EQUIPMENT, ACQUIRED 1972; CYANAMID INTERNATIONAL SALES CORP., NEW JERSEY, FOR SUTURE MATERIALS, ACQUIRED 1969; AND 16 OTHERS.

21. REPUTABLE AND WELL ESTABLISHED FIRM SPECIALIZES IN THE IMPORTATION AND DISTRIBUTION OF SURGICAL, MEDICAL, DENTAL EQUIPMENT AND SUPPLIES. FIRM ORIGINALLY ESTABLISHED AS A PROPRIETORSHIP AND BECAME PARTNERSHIP IN DECEMBER 1974. FIRM UNDER TITLE "ORHAN BICAKCI VE ORTAKLARI" EQUALLY OWNED BY ORHAN BICAKCI (53), HIS THREE SONS RIDVAN BICAKCI (24), FERHAT BICAKCI (22), MEHMET BICAKCI (21) AND HILMI SIRDAR (57). FIRM MAINTAINS OFFICES AND DISPLAY FACILITIES IN A COMMERCIAL DISTRICT NOT FAR FROM THE ISTANBUL UNIVERSITY. A BRANCH OFFICE IS ALSO MAINTAINED IN ANKARA TO HANDLE SALES TO THE STATE SECTOR. THREE TECHNICIANS, INCLUDING AN ELECTRONICS ENGINEER, ARE EMPLOYED FOR SERVICING PURPOSES. FIRM IS ACTIVE IN ORGANIZING SEMINARS AND FREQUENTLY ADVERTISES IN MEDICAL JOURNALS. FIRM SELLS PRINCIPALLY TO STATE HOSPITALS AND UNIVERSITIES. WORKING CAPITAL REPORTED AT TL10 MILLION (TL15.50 EQUALS \$1) AND ANNUAL SALES IN 1975 TL 20 MILLION. FIRM'S ACTIVITIES ALSO INCLUDE MANUFACTURE/ASSEMBLY OF RESPIRATORS AND BLOOD MEATERS IN A SMALL FACILITY AT TOPKAPI, AN ISTANBUL INDUSTRIAL SUBURB. SINCE EARLY 1973 FERHAT BICAKCI FUNCTIONS AS AGENT FOR SUPPLIES IN PARA 20 ABOVE. HIS IMPORTS IN 1975 EXCEEDED US \$400,000. BANKS GIVE FIRM A SATISFACTORY CREDIT RATING. HIGHLY RECOMMENDED AS A POTENTIAL TRADING PARTNER.

22. PREPARED: N. AVNI; APPROVED: R.W. BECKHAM; AT: US CONSULATE GENERAL, ISTANBUL.
MACE

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NNN

Message Attributes

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Disposition Event:
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